

Message Text

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ACTION AF-08

INFO OCT-01 EUR-12 EA-07 ISO-00 EB-08 FEA-01 INT-05

CIAE-00 INR-07 NSAE-00 /049 W

-----240229Z 057237 /73

R 231451Z MAR 77

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 0064

USDOC WASHDC

INFO AMEMBASSY PARIS

AMEMBASSY ROME

AMEMBASSY TOKYO

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E.O. 11652: N/A

TAGS: BENC, ENRG, NI, SF, FR, IT, JA

SUBJECT: MAJOR PROJECTS: KADUNA REFINERY

REF: A) LAGOS 0479; B) LAGOS 0114

1. EMBASSY UNDERSTANDS FROM SOURCE WHO HAS BEEN INVOLVED IN NEGOTIATIONS OVER FINAL CHOICE FOR KADUNA REFINERY THAT CONTRACT WILL BE AWARDED TO CHIYODA/IHI OF JAPAN, RATHER THAN TO TECHNIP OF FRANCE AND ITS ITALIAN SUBSIDIARY TECHNIPETROL AS HAD BEEN EXPECTED.

2. ACCORDING TO SOURCE, CHIYODA'S PRICE A BIT LOWER THAN TECHNIP'S. MINISTRY PETROLEUM RESOURCES AND ITS CONSULTANT KING WILKINSON CONSIDERED TECHNOLOGY OF TWO ABOUT EQUAL, PERHAPS WITH SLIGHT EDGE IN FAVOR OF CHIYODA.

HOWEVER, CRUCIAL FACTOR WAS APPARENTLY DECISION BY HEAD OF STATE OBASANJO TO TURN THUMBS DOWN ON FRENCH AS A RESULT OF DISSATISFACTION WITH FRENCH POLICY TOWARD SOUTH AFRICA, IN PARTICULAR AGREEMENT MADE IN MAY 1976 ON KOEBERG ATOMIC REACTOR. NOT SURE IF ALLEGED JAPANESE OFFER

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REPORTED REFTEL A TO FINANCE KADUNA AT VERY LOW INTEREST, OR ALTERNATIVELY TAKE PAYMENT INFULL IN CRUDE OIL AT OPEC PRICES, HAD ANY EFFECT ON FINAL DECISION.

3. ANNOUNCEMENT OF AWARD EXPECTED IN APRIL. ABOVE INFORMATION NOT PUBLIC AND SHOULD BE TREATED IN CONFIDENCE. HOWEVER, USDOC SHOULD PROBABLY ADVISE INTERESTED U.S. EQUIPMENT AND

MATERIAL SUPPLIERS THAT RUMOR IS CHIYODA MAY WIN AND THEY SHOULD REFRESH THEIR CONTACTS WITH THAT COMPANY. (GIVEN IHI PARTNERSHIP AND JAPANESE BUSINESS PRACTICE, SELECTION OF CHIYODA MAY LIMIT OPPORTUNITIES FOR U.S. SUBCONTRACTORS.) CHIYODA'S ADDRESS IS 1580 TSURUMI-CHO TSURUMI-KU, YOKOHAMA, JAPAN. TELEPHONE YOKOHAMA 521-1231; TELEX CHIYO J27726; CABLE CHIYOTAKA TOKYO. CHIYODA ALSO HAS U.S. OFFICE AT 1300 PARK PLACE BUILDING, 1200 SIXTH AVENUE, SEATTLE, WASHINGTON 98101. TELEPHONE 206-624-9350; TELEX 329446 CHIYODA SEA. CHIYODA HAS STAFF OF 1,800 ENGINEERS, ACCORDING TO COMPANY PROMOTIOAL MATERIAL, AND HAS BUILT REFINERIES IN SAUDI ARABIA, SINGAPORE, AND OKINAWA. CROSBY

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Message Attributes

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Copy: SINGLE
Sent Date: 23-Mar-1977 12:00:00 am
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Disposition Approved on Date:
Disposition Case Number: n/a
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Disposition Date: 22 May 2009
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